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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

4/83

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1983

EASTERN REGION (ECPO)

Bentley College
Boston College
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
University of Maine - Orono
Massachusetts Institute of Technology
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Vassar College
Williams College
Worcester Polytechnic Institute
Yale University
Yale University - School of Organization and Management

The 185 placement offices at the 160 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1982 and August 31, 1983. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 5 through March 4) and cumulatively (September 1 through March 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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ECPO REGIONAL Interim Report No. 2 March 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Curriculum For All Types of Employers	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	62	590	$1477	$1575	$1583	$1500	$1333	134	2833	$1482	$1562	$1583	$1500	$1375
Business—General (incl. Mgmt.)	2	153	1729	1499	*	*	*	9	873	1386	1490	*	*	*
Marketing & Distribution	1	57	1308	1403	*	*	*	4	393	1512	1402	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	*	8	*	1213				17	125	1164	1188	*	*	*
Economics[2]	2	10	1250	1407	*	*	*	4	58	1229	1365	*	*	*
Other Social Sciences	2	8	1042	1244	*	*	*	13	229	1073	1205	*	*	*
ENGINEERING														
Aeronautical	11	28	2087	2027	*	*	*	15	155	2131	1960	*	*	*
Chemical	20	152	2278	2288	2475	2300	2166	31	458	2250	2278	2458	2300	1958
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	*	56	*	1885				1	239	2233	1858	*	*	*
Electrical (incl. Computer Engrg.)	82	852	2160	2126	2275	2166	2083	129	2431	2142	2111	2278	2157	2041
Geological	*	3	*	2247				*	16	*	2172			
Industrial	3	70	2163	2049	*	*	*	9	271	2201	2043	*	*	*
Mechanical	44	388	2127	2102	2375	2113	1960	79	1225	2101	2091	2361	2106	1833
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	4	33	2227	2146	*	*	*	6	76	2257	2176	*	*	*
Mining	*	*	*	*				*	13	*	1974			
Nuclear (incl. Engrg. Physics)	1	6	2093	2098	*	*	*	3	29	2195	2118	*	*	*
Petroleum	*	38	*	2560				*	130	*	2587			
Engineering Technology	1	32	2167	2107	*	*	*	5	228	2036	2021	*	*	*
SCIENCES														
Agricultural Sciences	1	12	1417	1257	*	*	*	3	74	1722	1344	*	*	*
Biological Sciences	*	3	*	1768				10	44	1661	1451	*	*	*
Chemistry	2	9	2063	1872	*	*	*	6	48	1881	1686	*	*	*
Computer Science	35	181	2039	1975	2165	2000	1916	56	661	1985	1931	2165	2000	1817
Health (Medical) Professions	1	6	1583	1597	*	*	*	11	103	1574	1632	*	*	*
Mathematics	1	26	1750	1772	*	*	*	4	82	1754	1712	*	*	*
Other Physical & Earth Sciences	1	7	2520	1893	*	*	*	3	37	1892	1826	*	*	*
Totals	276	2728						552	10831					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
† No offers reported.

ECPO REGIONAL Interim Report No. 2 March 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Functional Area For All Types of Employers	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	64	607	$1479	$1576	$1583	$1500	$1250	139	2876	$1467	$1560	$1583	$1500	$1333
Business Administration	4	93	1512	1500	*	*	*	18	510	1339	1464	*	*	*
Communications	+	4	+	1342				4	50	917	1204	*	*	*
Community & Service Orgs. Work	1	6	1083	1302	*	*	*	5	74	1017	1211	*	*	*
EDP-Programming/Systems	45	210	2065	1987	2183	2083	1916	70	752	2022	1933	2183	2042	1817
Engineering	153	1579	2163	2133	2319	2166	2016	258	4945	2150	2114	2340	2139	1960
Farm & Natural Resources Mgmt.	+	2	+	1296				+	17	+	1353			
Finance & Economics	+	36	+	1484				6	219	1557	1436	*	*	*
Health (Medical) Services	1	8	1583	1535	*	*	*	12	125	1501	1568	*	*	*
Manufacturing &/or Industrial Opns.	1	29	2333	1893	*	*	*	6	215	1940	1907	*	*	*
Mathematics/Statistics	1	13	1750	1606	*	*	*	1	46	1750	1587	*	*	*
Merchandising/Sales Promotion	1	18	1308	1200	*	*	*	5	319	1238	1317	*	*	*
Personnel/Employee Relations	+	5	+	962				1	35	1700	1241	*	*	*
Research—Non-Scientific	+	3	+	1644				2	29	1292	1487	*	*	*
Research—Scientific	3	33	2215	1971	*	*	*	15	153	1849	1829	*	*	*
Rotational Training—Non-Technical	2	25	1709	1463	*	*	*	5	119	1642	1373	*	*	*
Rotational Training—Technical	+	20	+	2177				1	64	1250	1843	*	*	*
Sales—Non-Technical Degree	+	30	+	1448				4	248	1256	1422	*	*	*
Sales—Technical/Scientific Degree	+	5	+	1988				+	35	+	1961			
Totals	276	2728						552	10831					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

ECPO REGIONAL Interim Report No. 2 March 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number of Offers		Average $ Offers		Percentiles[1]			Number Of Offers		Average $ Offers		Percentiles[1]		
Graduate Program	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	1	50	$1833	$1932	*	*	*	1	171	$1833	$1915	*	*	*
MBA (Non-technical Undergraduate)	2	82	2354	1978	*	*	*	9	327	2223	1936	*	*	*
MBA (Technical Undergraduate)	6	19	2508	2401	*	*	*	9	64	2534	2263	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	6	+	2209				+	44	+	2018			
Industrial Mgmt. (incl. Industrial Admin.)	+	+	+	+				1	8	2167	2182	*	*	*
Administration (incl. Public, Hospital, etc.)	+	2	+	1583				+	23	+	1936			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	+	+	+				+	12	+	1595			
Social Sciences	+	2	+	2063				+	33	+	1652			
ENGINEERING														
Chemical	5	10	2586	2486	*	*	*	6	23	2517	2458	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	3	2475	2169	*	*	*	3	18	2319	2289	*	*	*
Electrical (incl. Computer Engrg.)	21	58	2518	2458	$2720	$2560	$2333	35	163	2458	2418	$2708	$2416	$2208
Industrial	2	4	2379	2407	*	*	*	9	25	2340	2347	*	*	*
Mechanical	19	46	2569	2457	*	*	*	27	123	2523	2406	2791	2567	2200
Nuclear (incl. Engrg. Physics)	1	1	2458	2458	*	*	*	1	10	2458	2222	*	*	*
SCIENCES														
Chemistry	+	+	+	+				+	5	+	2141			
Computer Science	3	11	2433	2345	*	*	*	9	48	2345	2303	*	*	*
Geology & Related Geological Sciences	+	4	+	2291				+	30	+	2425			
Mathematics	+	+	+	+				+	5	+	2039			
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	1	5	2425	2455	*	*	*	1	7	2425	2456	*	*	*
Totals	62	303						111	1139					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Graduate Program	INTERIM PERIOD 2/5/83 THROUGH 3/4/83							CUMULATIVE PERIOD 9/1/82 THROUGH 3/4/83						
	Number Of Offers		Average $ Offers		Percentiles[2]			Number Of Offers		Average $ Offers		Percentiles[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	3	14	$1689	$2056	*	*	*	15	71	$2205	$2062	*	*	*
MBA - Tech Undergraduate	+	5	+	1967				4	23	3025	2534	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	2	20	2333	2305	*	*	*	8	58	2664	2171	*	*	*
MBA - Tech Undergraduate	+	5	+	2520				1	13	3003	2370	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	+	9	+	2225				3	45	3028	2350	*	*	*
MBA - Tech Undergraduate	+	1	+	3333				4	10	2958	2912	*	*	*
Totals	5	54						35	220					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	10	+	$3134				+	19	+	$3097			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	1	+	3133				1	4	$3242	2712	*	*	*
Electrical (incl. Computer Engrg.)	2	13	$3071	3205	*	*	*	5	39	3038	3129	*	*	*
Mechanical	+	4	+	3225				1	11	3358	3172	*	*	*
SCIENCES														
Chemistry	2	8	3054	2781	*	*	*	4	41	2988	2352	*	*	*
Mathematics (incl. Ops. Research, Statistics, & Actuarial Science)	+	2	+	2693				+	12	+	2504			
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	+	1	+	3291				1	4	2792	3042	*	*	*
Physics	2	7	3425	2876	*	*	*	5	29	3287	2802	*	*	*
Totals	6	46						17	159					

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO.MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1480 1583 1348	56	1250	1	1479	2						
BUSINESS - GENERAL											1500	1
MARKETING/DISTRIBUTN					1308	1						
HUMANITIES												
ECONOMICS			1250	2								
OTHR SOCIAL SCIENCES			1000	1								

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2 — INTERIM PERIOD 2/5/83 THROUGH 3/4/83 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2152 10		
CHEMICAL						
CIVIL -CNSTR/SAN/TRP						
ELECTRICAL -COMPTR		2000 1	2250 1	2175 57 2250 2083	2252 3	
GEOLOGICAL						
INDUSTRIAL				2166 1		
MECHANICAL				2111 26 2166 2050	2036 3	
METALLURGICAL				2165 2	2319 1	
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH						

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES		1417 1				
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE		2000 1		2052 24 2165 1983		
HEALTH (MED) PROFSNS						
MATHEMATICS				1750 1		
OTHR PHYSCL/EARTH SC				2520 1		

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
ACCOUNTING		1541 1		1333 1		1666 1
BUSINESS - GENERAL						
MARKETING/DISTRIBUTN						
HUMANITIES						
ECONOMICS						
OTHR SOCIAL SCIENCES						

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2332	10					2278	5			2500	2
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2284	4	2175	9			2167	1				
GEOLOGICAL												
INDUSTRIAL	2308	1										
MECHANICAL	2425	2	2097	2			2100	1	2000	1	2446	4
METALLURGICAL											2260	1
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH							2167	1				

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPD REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES								
BIOLOGICAL SCIENCES								
CHEMISTRY	2063	2						
COMPUTER SCIENCE	2000	1	2107	5				
HEALTH (MED) PROFSNS								
MATHEMATICS								
OTHR PHYSCL/EARTH SC								

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING						
BUSINESS - GENERAL	1958 1					
MARKETING/DISTRIBUTN						
HUMANITIES						
ECONOMICS						
OTHR SOCIAL SCIENCES						1083 1

AVERAGE MONTHLY SALARY OFFERS MARCH 1983 ECPD REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/5/83 THROUGH 3/4/83 PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1441	1				
CHEMICAL			2230	1			1815	2				
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2250	1			2181	2	1564	3				
GEOLOGICAL												
INDUSTRIAL	2016	1										
MECHANICAL			2125	1	2121	2	1647	2				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2093	1						
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/5/83 THROUGH 3/4/83 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1930	3			1817	1						
HEALTH (MED) PROFSNS											1583	1
MATHEMATICS												
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1983 ECPO REGIONAL INTERIM REPORT NUMBER 2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL		2354 2				
MBA - TECHNICAL				2630 3		

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL						
MBA - TECHNICAL	2500 1	2448 1				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 2/5/83 THROUGH 3/4/83

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL	2208 1					